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# Advertisers' Hand Book, Series No. 26

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ADVERTISERS' HANDBOOK, SERIES No. 26

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INFORMATION REGARDING

# FLOUR BUYERS

IN

Foreign and Domestic Markets

COMPILED BY

KINGSLAND SMITH

AND

WALTER QUACKENBUSH

Published for the *exclusive use* of its advertisers

BY

THE NORTHWESTERN MILLER

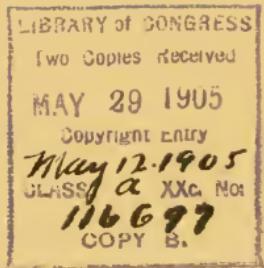


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MINNEAPOLIS, MINNESOTA  
1905

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THE NORTHWESTERN MILLER,  
MINNEAPOLIS, MINN.

## INTRODUCTION.

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The information furnished in the following pages has been compiled by our representatives for the use of our regular advertisers and will be found trustworthy as far as it goes.

It is not intended to give a commercial report upon any of the firms referred to, but simply to supply certain particulars regarding their general character, standing and history, the extent of their trade and its scope, together with details as to the names of firm members, street address, cable address and code used. These facts will, we hope, be of interest and value to our advertisers and assist them in extending their knowledge of the buying trade.

While nothing contained herein is of a nature prejudicial to those referred to, the information is of a semi-confidential character, and we therefore request advertisers who are furnished with a copy of this handbook to **keep its contents private** and use it exclusively and solely for the purposes intended.

Should any of our advertisers desire further information regarding the means or standing of any of the firms herein referred to, or of any other importers of American flour, they can obtain same upon application to this office, where a complete record is kept of the condition, standing and reputation of flour importers.

THE NORTHWESTERN MILLER.

SOME PARTICULARS REGARDING  
FLOUR IMPORTERS  
IN  
GREAT BRITAIN  
AND ON THE  
CONTINENT

Compiled by  
KINGSLAND SMITH

Manager Foreign Department of the Northwestern Miller  
No. 5 Catherine Court, E. C.,  
LONDON, ENG.



## **ARTHUR MAY & CO.**

**DURBAN, South Africa**  
**MONTRÉAL, 324 Board of Trade**

This firm does a very extensive business in flour for South Africa, and has a still larger interest in grain and general merchandise. It charters steamers to take full cargoes from New York, Australia and Argentina to South Africa. It meets all engagements promptly and buys f. o. b. or c. i. f. for cash. Approximate capital, \$500,000. Buying in large quantities it figures closely and insists on the strict fulfillment of the terms of purchase.

## **ROBERT ADAMS & CO.**

**LONDON, E. C., 37 St. Mary Axe, Opposite "The Baltic," and  
Old Corn Exchange**  
**Telegraphic Address: Severn, London**

This is an old-established firm. The managing partner is a Mr. Brett, whose son is a flour salesman, and Mr. Dundas is their chief flour salesman. They are members of the London Flour Trade Association, and do a moderate business in flour and grain. The firm is very respectable, and I have never heard of its having trouble with regard to reclamations or undue complaints. Mr. Brett, senior, gives personal attention to the cargo grain business on the Baltic. The firm is wealthy and often finances documents for other importers.

## ALTONA BROTHERS

**ROTTERDAM, Glashaven 22**  
**Cable Address: Altona, Rotterdam**  
**Codes: Riverside and A B C**

This is a firm of general "colonial" dealers, as they are called on the continent; that is, dealers in coffee, raisins, sugar, and various colonial products, in which they do a fair trade. The flour and grain department was added later, but they have done quite a business in this branch, as well. Mr. Altona seems to be a shrewd, well-posted man, and at the same time one who would not be disposed to be over sharp. I have never heard any complaints against the firm, and consider them all right. Two gentlemen working in connection with Altona Brothers have the power of signing the firm's name, viz., G. A. J. Mirrer and A. A. van der Meulen.

## ASLAKSEN & FLÖYSTAD, a/s.

**CHRISTIANIA, Norway**  
**Telegraphic Address: Aslak**  
**Codes: Riverside 1900, A B C 4th and 5th Edns., Lieber's**

This is a limited company, the partners being Hilmar Aslaksen and Hans P. Flöystad. It was started Feb. 1, 1905. Mr. Flöystad was previously manager for a provision firm in Arendahl and Mr. Aslaksen was manager for a similar house in Christiania. He is active, energetic and is highly recommended by his former employer and by the export manager of the National Packing Co., of Chicago. The capital of the firm is 10,000 kroner (about \$2,700), but the firm claims means up to 50,000 kroner which it will put into the business as needed. It handles flour, oatmeal, etc.

## **WILLIAM BANNISTER**

**CORK, 5 South Mall**  
**Cable Address: Bannister, Cork**  
**Code: Riverside**

Mr. Bannister probably does the largest business of any of the local firms in Cork. He has been established many years, and is something of a scientist, as well as a flour importer. He is a hard worker, who visits his trade himself, and while the trade in foreign flour in Cork is not very extensive, owing to the competition of the excellent local mills, and the prices and terms on which the local mills sell, Mr. Bannister does his share of it.

## **BEGBIES, ROSS & GIBSON**

**LONDON, E. C., 2 East India Avenue**  
**Stand 23, Old Corn Exchange**  
**Cable Address: Begbies, London**  
**Code: Riverside**

This is one of the oldest houses on the market. It does a business in grain and flour, and occasionally a little in feeding-stuffs. The firm is a member of the London Flour Trade Association, has ample means, and does an extensive business in flour, chiefly in hard springs and Kansas.

## BULSING & HESLENFELD

AMSTERDAM, De Ruijterkade 143

Telegraphic Address: Heslenfeld

Code: Riverside

This is an extensive and pushing firm, doing a considerable business in provisions and flour. It has a large capital and houses both in Amsterdam and Rotterdam. Mr. Bulsing stays in Amsterdam and Mr. Heslenfeld in Rotterdam. The firm is trustworthy and reliable and has handled flour for many years. In the latter part of 1900 the firm moved into a new building by the water side, where it now has its office and warehouse. This is one of the best buildings of the kind in Amsterdam. They buy flour largely under private brands and have a good many American connections. They handle buckwheat grits and corn products in addition to flour.

## BYRNE, MAHONY & CO.

DUBLIN, 4 Cope St.

BELFAST, 29 Rosemary St.

CORK, 86 South Mall

LONDON, 34 Mark Lane E. C., and Nave Stand, Old Corn Exchange  
Cable Addresses: Byrne, Dublin; Dollar, Belfast; Imports, Cork;  
Oxfly, London

Code: Riverside

This is one of the largest local houses in Ireland. The main house is in Dublin, but it has branches at 86 South Mall, Cork, and 29 Rosemary street, Belfast. It does a large business, especially in the south and west of Ireland. Both Mr. Byrne and Mr. Mahoney are active in the business, and they confine themselves to flour. In January, 1901, this firm opened an office in London under the charge of Mr. F. Collins, formerly chief flour salesman for a large London firm.

## **ROBERT CARSON & CO.**

**GLASGOW**, Baltic Chambers, 50 Wellington St.

**Telegraphic Address**: Diploma, Glasgow

**Code**: Riverside

This firm started in the beginning of 1900. The partners are Robert Carson and James Strang. Mr. Carson had been many years with F. & R. Cassels, and for some years before leaving them he was a partner in the firm. Mr. Strang started with the same firm as a boy and was with them 18 years in various capacities. For many years he acted as salesman. Mr. Carson is an active and successful salesman. He had some money and is very well regarded locally. While the flour business in Glasgow has been much cut up the firm has held its own and can be recommended with confidence.

## **JOHN J. CARTER**

**LONDON**, 41 Seething Lane

**Stand 18, Old Corn Exchange**

**Cable Address**: Kubanka

**Code**: Riverside

Mr. Carter is an old wheat dealer, and for many years back he has had a flour department under the charge of H. Eastwood. He does a steady-going business; has ample capital for the business, and is straightforward and reliable, and not addicted to making claims or difficulties.

## F. & R. CASSELS

GLASGOW, Corn Exchange Chambers, 29 Waterloo St.  
Cable Address: Cassels, Glasgow  
Code: Riverside

This is an old-established house, doing a moderate and conservative business. There were several brothers but the business has now devolved chiefly on Robert Cassels. They are very straightforward and good people to do business with.

## COLLIER & SON

LONDON, 4 Lloyd's Avenue, Fenchurch Street  
Code: Riverside, and others

This is an old firm of grain and flour dealers, formerly in a rather retail way in Bristol, but Mr. Collier some time ago went to South Africa, where he engaged in the milling and general store business, and is understood to have been very successful. He has done a large business in maize and flour for South Africa. The firm there is known as Arthur May & Co., and it has branches at East London, Johannesburg, Durban and Delagoa Bay. The firm can be recommended as responsible, though it wants all that is coming to it. It also has a branch in Australia.

## COVENTRY, SHEPPARD & CO.

LONDON, E. C., Corn Exchange Chambers  
Cable Address: Coventry

This is a good, old-fashioned house, eminently respectable and straightforward. Mr. Coventry attends to the flour business in which they have a good connection.

## R. HUNTER CRAIG CO., LTD.

GLASGOW, 12 Waterloo Street  
LIVERPOOL, 19 Brunswick Street  
LONDON, E. C., 38 Seething Lane  
EDINBURGH—LEITH, Corn Market  
BRISTOL, 28 Baldwin Street  
BELFAST, 43 Waring Street  
DUBLIN, Commercial Buildings  
CORK, 74 South Mall  
Cable Addresses: Craig, Glasgow;  
Clyde, Liverpool; Kelvinside, London;  
Flour, Belfast; Worrall, Dublin;  
Craig, Cork; Manifest, Southampton;  
Thunderer, Bristol  
Code: Riverside

This is a very old and extensive firm and many of those now doing business as importers were at one time or another in the employ of this firm. Early in 1899 the firm was turned into a limited liability company. The principal offices are at Glasgow, London and Liverpool. The parent house is at Glasgow, which is the home of R. Hunter Craig, elected M. P. in 1900, and the business there is in charge of his son, James Craig. In London, the business is in charge of another son, Robert Craig, assisted by the manager, Mr. Prior. In Liverpool the business is managed by Mr. Henderson. The firm has many private brands registered as trademarks and does an extensive consignment business. In addition to the three principal offices it has branches at Leith, Bristol, Belfast, Dublin and Cork, but purchases are made through the Glasgow, Liverpool and London houses. The firm has large means. Mr. Craig owns one of the finest office buildings in Glasgow. One or the other of the sons goes over to America almost every year, so that the firm keeps well in touch with the millers. Apart from flour it does extensive business in provisions. It is usually ready to receive consignments or to make bids on any grades of flour in large or small quantities.

## PETER DOWIE & CO.

**LEITH, 36 Mitchell Street**  
**GLASGOW, 8 Wellington Street**  
Cable Addresses: Dowie, Leith; Supreme, Glasgow  
Code: Riverside

This is an old-established firm (1854) of provision merchants in Leith. Peter Dowie died some years ago, and the senior partner is now James Bishop, an active and well-informed man of very pleasant address. Thomas A. Dowie, a nephew of Peter Dowie, is the other partner. He is a comparatively young man and makes his home in Glasgow, where he is in charge of the Glasgow branch. The main office and warehouse of the firm are at Leith, where Mr. Bishop resides. The firm is doing a large business and is first-class in every respect. It handles both winter and spring wheat flour.

## DUNLOP BROTHERS

**GLASGOW, Baltio Chambers, 50 Wellington St.**  
Cable Address: Merito, Glasgow  
Codes: Riverside and Dunwoody

This firm consists of John U. Dunlop. It is a good, old-fashioned house, doing business both in flour and grain of various kinds. It has ample means for its business, which it follows up closely, being always in attendance on the markets, and active in visiting the trade. It has several connections that it has had for many years, but is usually open to take on fresh business.

## J. A. DUNLOP & CO.

GLASGOW, 25 Wellington Street  
Cable Address: Mogul  
Code: Riverside

This is a large firm of importers, doing business exclusively in flour. The members of the firm are J. A. Dunlop and John Campbell. Both partners are active in the business. They have a good trade and are straightforward and nice people to do business with.

## THOMAS DUNLOP & SONS

GLASGOW, 70 Wellington Street  
Cable Address: Dunlop, Glasgow  
Code: Riverside

This firm is in a large way of business as flour importers, ship-owners and brokers. Thomas Dunlop, Sr., is dead. There are two sons in the business, one of them looking after the shipping business, and one, Thomas Dunlop, Jr., after the flour business. The firm owns several steamers and sailing ships and acts as agents to Lloyd's, and is consul for Hayti. It represents the Haggenmacher mills, of Budapest, and several American mills. The principal flour salesman, Mr. Robinson, is a middle-aged man, who is well acquainted with the trade. The firm stands high in every respect.

## FARQUHAR BROS.

GLASGOW, 67 Hope Street  
Cable Address: Glencairn, Glasgow  
Code: Riverside

This firm consists of two brothers, William and Andrew Farquhar. There is a younger brother with them as salesman. They do a very large business, both in Scotland and Ireland, having the agency for some well-known brands. The Farquhars are active, pushing business men and their flour business is one of the most extensive in Glasgow. They are close buyers, but straightforward and honorable in every way.

## A. FAVIÈR

LILLE, France, 50 Rue Jean-Sans-Peur  
Telegraphic Address: Favierus

A. Favier is a broker in corn, flour, feeding-cakes, etc. He has been established as such for many years, and is locally considered an honorable, intelligent and industrious man, who pays his way and does not stand in need of trade credit, though he is considered trustworthy and has some means. He represents a large New York grain house for the north of France, and is usually open for connections in cottonseed meal, cakes, and gluten feed cakes, and for southern grain accounts.

## **FERGUSON & REID**

**GLASGOW, 109 Hope Street**

**Cable Address: Fereid**

**Code: Riverside**

The members of the firm, which was established in 1870, are Fergus Ferguson and James R. Reid. They are interested in shipping, owning some vessels trading with Spain in iron ore and other merchandise. They have ample capital and are in good standing in every way. They have done a little business in flour for some years and now intend pushing this branch more energetically.

## **FOX, ROY & CO.**

**LONDON, Liverpool, Plymouth, Bristol**

**Cable Address: Foxry**

**Codes: Riverside, 1890, A B C, 4th and 5th Edns., Western Union**

The sole partner in this firm is Charles A. Fox. He has large means and is of good standing in every way. The firm has been in the flour trade a number of years. It represents a large Canadian mill in the Bristol district. Can be recommended as a good connection.

## **FRITSCHE & CO.**

**Copenhagen, Denmark**

**Cable Address: Fritsche**

**Codes: Riverside and A B C**

This is a firm in a rather large way of business. They import corn products and feedingstuffs. Mr. Fritsche is also president of the Copenhagen Steam Mills Co. (Kopenhagen Dampmöller). Their London bankers are Messrs. Kleinwort Sons & Co.

## **ADOLF GOLDSCHMIDT**

**LEIPSIG, Packhof Strasse 13**

**Cable Address: Kleiegold**

**Codes: Riverside, 1890, A B C, Staudt & Hundius**

Adolph Goldschmidt is perhaps the largest bran dealer in Europe. His head office is at Leipzig, Germany, where he employs a small army of clerks. A relative, Mr. Meyer, is his manager and cashier. He buys bran from all over the world and carries stocks at various points and does business on a large scale. He has been very successful and by means of his large stocks is able to offer exceptional facilities to buyers, giving them in many cases the option as to time of shipment. He has plenty of money and has a well-devised system for keeping close track of all the details of the business. He is not given to making unreasonable claims.

## **GRIMSDALE & SONS., LTD.**

**UXBRIDGE, England**

**LONDON, E. C., 2 Catherine Court, Seething Lane**

**Stand 69, Old Corn Exchange**

**Cable Address: Grimsdale, London**

**Code: Riverside**

This firm does a business in flour and all descriptions of feed, the bulk of its business being in feed. The firm is an old one with ample means, and has stands at many country markets. Mr. Grimsdale, Sr., is seldom seen on the London market, but his two sons, Herbert and Arthur, are very active. The firm has a small mill about fifteen miles from London, at Uxbridge. Its business in feeding-stuffs is one of the largest in London. I have never heard any complaints against its manner of doing business. It accepts consignments, and is generally open to make bids on any kind of feeding-stuffs.

## **ARCHIBALD HAMILTON & SONS**

**GLASGOW, 25 Robertson Street and Leith  
Cable Address: Roslin**

This business was started about 1852 by Archibald Hamilton, now deceased. It is continued by his four sons, Archibald Hamilton, George L. Hamilton, Peter M. Hamilton and David R. Hamilton. The latter is in charge of the firm's branch at 11 Assembly street, Leith. The house is regarded as strong financially and quite undoubted for its engagements. It makes a specialty of oatmeal, oats, flour and grain. The brothers pay close attention to business, do their own traveling and are well regarded in every way.

## **HARRIS BROS. & CO.**

**LONDON, The Baltic, St. Mary Axe  
LIVERPOOL, Cereal Court, Brunswick Street  
HULL, Burnett Avenue, High Street  
Telegraphic Addresses: Harris, London;  
Halwill, Liverpool; Burbidge, Hull  
Code: Riverside**

This is an old grain firm, one of the oldest and largest on the market. It was established prior to 1800. From the beginning the policy of the house has been to confine itself to brokerage business, and it is the only large flour firm on the Mark Lane market that does not buy flour for its own account. It always makes sales against purchases. R. E. Thornhill, the manager of the flour department, has been on the market since 1888, and is well acquainted and stands well with the trade.

## **JOHN JACKSON & CO.**

**GLASGOW, 79 Hope Street**  
**Cable Address: Jacksonvil**  
**Code: Riverside**

Mr. James Begg, who was known as one of the most successful flour salesmen for a Glasgow house, is the head of the firm since the death of Mr. Kirkpatrick. He formerly took charge of the flour department of the business, but latterly has given more attention to wheat. He has pushed the business energetically and the house does an extensive trade, having branches at Leith, Belfast, and Dublin. Mr. Begg has been in America frequently, and has a wide acquaintance there. He is keen, wide-awake and a close buyer, but straight and square in all his dealings. The firm can be recommended in every way.

## **EUGENE M. JANSSENS & CO.**

**ANTWERP, Belgium, 17 rue Appelmans**  
**Telegraphic Address: Adolf**

Present partners are Mr. Robyns and Madame de Nave. John Robyns, son of Mr. Robyns, is active in the business. He is the only one speaking English fluently. The firm is long established and is in good standing in every way. It is the largest in the flour importing line in Belgium. It does business in Holland also.

## **KAHN & SCHOEN**

**ANTWERP, 14 Rue aux Lits**  
**Cable Address: Kahnschoen**  
**Code: Riverside**

This firm was established in 1885, and has made a specialty of feeding-stuffs of all kinds. It has a warehouse near Antwerp, fixed up with machinery for cleaning and handling feeding-stuffs. Both members of the firm are active men, and the firm does a considerable business in Belgium and Germany. Among the articles it handles are bran, middlings, rye feed, dried brewery and distillery grains, malt sprouts, kiln sprouts, linseed cake and other feeding-cakes. It will make a good connection for any firm having the above articles to offer. Its means are ample for its business, and I have never heard any complaint against its ways of doing business.

## **D. & W. KER**

**GLASGOW, 26 Bothwell Street**  
**Cable Address: Kers, Glasgow**  
**Code: Riverside**

This is an old-established firm. Both of the original members are now dead, and the firm now consists of David S. Ker and Peter Mackichan. They are both straightforward, energetic men. The firm is usually open for good spring wheat accounts. Mr. Ker is a confirmed bachelor and is well liked, and the firm is very straightforward and honorable in every way. It has ample capital and would make an excellent connection. It also handles Kansas and winter wheat flour.

## WM. KLEIN & SONS

LONDON, E. C., 3 and 4 Fowkes Buildings, Great Tower Street  
Cable Address: Klein, London  
Code: Riverside

This firm was started many years ago by William Klein, who is now dead. The members of the firm at present are Walter G. Klein and Sidney T. Klein. Both members attend the Mark Lane market regularly, but Sidney T. Klein gives rather more personal attention to the flour business, and his brother attends the Baltic daily where the firm does considerable business in Australian and other grain cargoes. Their chief flour salesman is Mr. Garrett, who was formerly in business for himself. Mr. Garrett is an affable and successful salesman, and the Kleins are personally very pleasant. Besides spring wheat flour, they handle Kansas and some winter wheat flours, and at times they have handled feeding-stuffs largely. They are possessed of large means and are not disposed to be pettifogging in their mode of doing business.

## JOHAN KOOPMANS & CO.

AMSTERDAM, 302 Keizersgraacht  
Cable Address: Jokoop  
Codes: Riverside and A B C

This firm consists of Johan G. A. Koopmans and A. Dubourcq. It does a business in a variety of American articles and some time ago it got into difficulties owing to branching out too extensively in the bicycle line, having the agency for some American wheels. An extension was granted, however, and the creditors were all paid in full. The members of the firm are highly regarded in every way by the trade in Amsterdam, and they are pushing and enterprising business men. They make rather a specialty of feeding-stuffs and cereal products in addition to flour. The firm is now in good shape again financially.

## M. KOSMACK & CO.

GLASGOW, 67 Hope Street  
BERLIN, 28 Burgstrasse  
Cable Addresses: Kosmack, Glasgow;  
Kosmack, Dublin; Kosmack, Belfast;  
Kosmack, Liverpool; Velocity, Berlin  
Code: Riverside

This firm was one of the earliest to engage in the American flour business. In 1876 the firm was started by a partnership between Mr. Kosmack and a Mr. Hulsekoff. There have been several changes in the firm since and the present partners are Carl Kosmack, the senior partner, who makes his home in Berlin; Mr. Arend, and Mr. Weidener. The two latter live in Glasgow. The firm has branches at Belfast, Dublin, Liverpool, Edinburgh and Leith. Mr. Stuart, the manager of the Belfast branch, has visited America several times. Mr. Fickert, the manager of the Berlin branch, which was started about January, 1899, made a trip to America in November, 1899. The Berlin branch does not do very much in flour, but confines itself more to grain and feeding-stuffs; but the branches in Great Britain do not touch grain, confining themselves to flour and feeding-stuffs. They do one of the largest businesses in flour and are considered very reliable, straightforward and energetic. Mr. Arend attends the Glasgow market and does most of the buying for the Glasgow branch and the other branches in Great Britain.

## KRUGER, DARSIE & CO.

LIVERPOOL, 18 Brunswick Street

MANCHESTER and DUBLIN, Corn Exchange Buildings

Cable Addresses: Kruger, Liverpool, Kruger, Manchester; Kruger, Dublin

Code: Riverside

This firm has been established many years. Mr. Kruger is an active, pushing, well-posted man, who takes the leading part in the business. Mr. Darsie looks more after the books, and I fancy that he originally contributed the larger part of the capital, but the firm has been successful, and has done a large business and has added greatly to its original capital. Liverpool is a very hard market for importers, owing to the great competition of the local mills; and Kruger, Darsie & Co. are close buyers, as they have to be, and like most Liverpool importers, they buy chiefly under private brands. Their standing is unquestioned, and I have never heard of their trying to back out of an unprofitable transaction or to take any undue advantage of a shipper. Mr. Kruger attends the Manchester market weekly on Thursdays, besides which they have a local representative and an office there and in Dublin.

## GUSTAV KRÜGER

HAMBURG, Alsterweg 19

Cable Address: Baltica, Hamburg

Codes: Riverside and A B C, fourth edition

Mr. Kruger was formerly in the flour and bran business in Berlin. In addition to his business in wheat flour he does a little in rye flour and shorts, and is open to handle dried fruits and specialties. He is an active and energetic man and has ample means for his business. His chief importing business is in feeding-stuffs, including rye shorts, dry brewers' and distillers' grains, malt sprouts and barley dust.

## J. R. LAMB & CO.

GLASGOW, Baltic Chambers, 50 Wellington St.  
Cable Address: Lamb, Glasgow

This is one of the oldest firms in the trade. Mr. John MacDougal, the senior partner, was for years secretary of the Glasgow Corn Trade Association. He died in 1902. The present partners are his son James H. MacDougal and John Martin, who is now secretary of the association. Both partners are highly respectable, honorable and hard working. The firm, while not wealthy, has sufficient capital for its business and can be recommended as desirable.

## A. F. LANGDON

LONDON, E. C., 35 Crutched Friars  
Cable and Telegraphic Address: Gluepot  
Code: Riverside

Mr. Langdon has had an extensive experience in the trade in America, both as a miller and millers' agent. He is very successful as a salesman, and having had experience in all capacities, he is especially well fitted for his present business, which is that of representing American mills in Great Britain and Europe generally, in which he has met with good success.

## LE GUÉ & BOLLE

ROTTERDAM, Zuidblaak 84  
Cable and Telegraphic Address: Le Gue

This firm does business in flour, feeding-stuffs, oatmeal, etc. The sole partner is Johannes L. Bolle, whose reputation, credit and record are good, and his capital sufficient for his business. The firm was established in 1876, but Mr. Bolle has carried it on alone since the death of Mr. LeGué, in 1887.

## **LEDEBOER & VAN DER HELD**

**ROTTERDAM, 42 Wijnstraat**

**Cable Address: Helboer**

**Code: Riverside**

This firm consist of P. Ledeboer and W. J. van der Held. The firm was started in 1874 by L. B. Ledeboer, the father of P. Ledeboer. Both are active, well-informed, middle-aged men and they stand well with the trade. Their office is at 42 Wijnstraat, near the Rotterdam bourse. They do a business in both grain and flour and represent several good American mills, are steady going and seldom have trouble with their millers.

## **LOHSE & CO.**

**COPENHAGEN, Cort Adelersgade 2**

**Cable Address: Eshol, Copenhagen**

**Codes: A B C, Baltimore and Riverside**

The head of this firm is not personally known to me, but he is stated by authorities to be a highly respectable man who is supposed to have a capital of between 200,000 and 300,000 kroners and the firm is considered quite good for its engagements. Its chief business is bran and cotton-seed cake and it does a somewhat extensive trade in feeding-stuffs through the Scandinavian countries.

## **MC CONNELL & REID**

**GLASGOW, 19 Waterloo Street**

**Cable Address: Marvel**

**Code: Riverside**

This firm originally consisted of two young men who were formerly salesmen for Glasgow importers and millers, and started about January, 1899. Mr. McConnell afterwards withdrew and Wm. Clarke Reid is now sole partner. He formerly traveled in Ireland, where he is well acquainted, and the firm pushes both Scotch and Irish business. It confines itself to flour and is likely to do an increasing business in all grades.

## **WM. MC KERROW & CO., LTD.**

**LIVERPOOL, Ford Street Mills, Vauxhall Road**

**Telegraphic Address: Screenings, Liverpool**

**Code: Riverside**

The active men in this firm are Mr. Wm. McKerrow, who started the business in 1885, and W. G. Howard. The latter was for 20 years with a Liverpool firm in the same line of business. They have ample capital and are well regarded in every way. They make a specialty of all classes of feeding-stuffs, including low grade flours and second clear. They have a provender mill and large warehouses and are active and pushing people.

## OTTO MADSEN

COPENHAGEN, Studiestraede 14  
Cable Address: Ottomadsen  
Code: Riverside

Mr. Madsen was formerly connected with the firm of Ferd. Andersen & Co., of Copenhagen, but for several years he has been doing business on his own account and has taken over the flour department of the above firm. Mr. Madsen does a large business in brewers' grits and corn products generally and of late has done more in flour. I was favorably impressed with him when I met him in Copenhagen and I have never heard any complaints against him and consider him a desirable connection for the products he handles, as far as his previous arrangements do not interfere.

## ARTHUR MARGETSON & CO.

LONDON, E. C., 37 and 38 Seething Lane  
Cable Address: Abel, London  
Code: Riverside

This is an old grain house, and it does a certain steady-going business in flour. The manager of the flour department is Mr. Purvis, a straightforward young man, well acquainted with the trade. The firm has large means, but is somewhat conservative in its ideas, and does not attempt to do as large a business in flour as it might. Mr. Margetson retains the general direction of the flour business, but gives his personal attention more to the grain business. The firm is in every way very respectable. It is rather particular about its connections and will not do business except with firms that have a high standing.

## MASUZO MASUDA

**YOKOHAMA, The Masudaia**  
**Telegraphic Address: Masumasu**

This firm was started in 1867 by the father of Mr. Masuzo Masuda. The son is now the sole partner, but he gives considerable attention to civic matters and the business is conducted largely by Mr. Nakamura, his brother, and Mr. Shiokawa, a manager who speaks English well. The banks say the firm has large means, and mills that have had dealings with the firm speak highly of it. It is one of the leading native firms in the trade. Besides dealing in flour, it handles wheat and sometimes bran; also sugar and kerosene.

## W. M. MEESON

**LONDON, E. C., 50 Mark Lane**  
**Stand 55, Old Corn Exchange**  
**And at Battlesbridge, Essex**  
**Cable Address: Grapple, London**  
**Code: Riverside**

Mr. Meeson is an old grain dealer who has a good trade with English millers. A few years ago he took on Mr. Stanmore, who had considerable experience in the flour business, as manager of his flour department. As many of the millers around London are buyers of American flour, Mr. Meeson's connections as a grain seller helped his flour business, and he puts through quite a fair amount of flour in the course of a year. He does a steady, quiet trade and has ample means for his business, which is chiefly in spring wheat flours. On market days, that is, Mondays, Wednesdays and Fridays, Mr. Meeson can always be seen on the London market, and at other times is usually at Battlesbridge, Essex, where he has an office and warehouse.

## C. MOERBEEK, LTD.

AMSTERDAM, Prins Hendrikskade 72  
Cable Address: Moerbeek, Amsterdam  
Code: Riverside

This firm is composed of C. Moerbeek and his son. It has a warehouse on one of the canals and does a general business in raisins, citrons and similar products, which it sells to the bakers. For several years past it has been handling flour, chiefly spring wheat and Kansas, in which it does a fair amount of business. The firm is fairly well off financially and Mr. Moerbeek is considered a man of high standing and integrity and his correspondents consider the account a satisfactory one.

## MORRIS & CO.

LONDON, E. C., 79 Mark Lane  
Nave Stand No. 43, Old Corn Exchange  
Cable Address: Phonetize  
Code: Riverside

The flour department of this firm is in charge of Mr. S. von Schulze, who was formerly a salesman for Kosmack & Co., at Glasgow. Mr. Schulze has been in London since 1896 and has employed some good salesmen and is gradually working up a good business. Morris & Co. is an old firm of stave importers that stands well, and Mr. Schulze is a straightforward, honorable man. They are usually open to take on new accounts, and can be recommended in every way. Their chief trade is in spring and Kansas flour. Mr. Morris is dead and the present partners are Max Michaelson, Max Tuch, and S. von Schulze. Mr. Kennedy is their chief flour salesman.

## WM. MORRISON & SON, LTD.

GLASGOW, Corn Exchange Chambers, 29 Waterloo Street  
Telegraphic Address: Waverley, Glasgow  
Code: Riverside

The present company was started in July, 1900, to take over the business of produce merchants, formerly carried on at Glasgow and elsewhere by William Morrison & Son. One of the sons, William Morrison, Jr., died. The present company was formed shortly after his death and the other son, T. W. Morrison, is now the senior director. The old firm was in existence many years and has always borne a good reputation. The business is practically under the same management as heretofore. The firm has ample means and is well regarded in every way. It does an extensive business in flour of all kinds.

## MUNSTER, SIMMS & CO.

BELFAST, 7 Albert Square  
Telegraphic Address: Palmas

The active partners are W. H. Munster and Charles Simms. Mr. E. F. Munster is a sleeping partner. The firm was established early in the 19th century. It does a large business in oils and a fair business in flour. The firm is respectable and highly responsible financially.

## **ROBERT NEILL & RUTHERFURD**

**GLASGOW, 57 Hope Street**  
Also at Leith, Belfast and Dublin  
Cable Address: Lilies  
Code: Riverside

Mr. Neill is one of the younger members of the Glasgow flour trade, but he is a hard worker and his business is increasing. He also has agents at Leith, Belfast and Dublin, and pushes the trade generally in Ireland as well as in Scotland. Mr. Neill is very pleasant personally and well liked and stands high in the estimation of the trade generally in Glasgow. He handles all kinds of flour and is not averse to extending his business.

## **JÖRGEN NISSEN**

**HELSINGFORST, Finland**  
Cable Address: Jornissen

Mr. Nissen was one of the first dealers in Finland to do business in American flour. He represents a leading American mill and has sold large quantities of flour for it. He also handles oatmeal, etc. He has a capital of \$25,000 or over and is well regarded and considered safe for his engagements. He buys large lots at times.

## **LORENTZ NORENBERG**

**CHRISTIANIA, Norway**  
**Cable Address: Cosmo**

Mr. Norenberg is a young man who has been in business on his own account as agent for some years. Hitherto he has handled chiefly brewers' articles, but now he is giving attention to flour as well. He is interested in another Christiania firm in addition to his own business, and appears to be in good financial position. He is well spoken of by the trade in Christiania, does a fair amount of business and can be safely recommended.

## **H. F. OSIECK**

**AMSTERDAM, 2 and 4 Elandsstraat**  
**Cable Address: Osieck**  
**Code: Riverside; International, 1882**

This is one of the oldest and largest flour houses in Holland. For many years, it has sold spring wheat flour, and does a general c. i. f. and consignment business. H. F. Osieck died, and the business is now conducted by his son and his brother. The house is honorable and straightforward in every way and has ample means, and is in position to handle flour in large quantities. It is in every way a desirable connection.

## L. PAULSEN & CO.

COPENHAGEN, 9, Dronningens Tvaergade  
Telegraphic Address: Nogill, Copenhagen  
Codes: A1; A B C 4th Edition; Liebers;  
Riverside; Baltimore Export; and Private

This firm succeeded Charles Christiansen & Co. in 1894. It does a wholesale business in preserves, tea, and foreign produce, and has opened a branch for feeding-stuffs in charge of Mr. Hasler. The present owner of the firm is Mr. Dethleff Jurgensen, who made a trip through the United States in the spring of 1901 to visit the trade. They do business chiefly in bran, cotton cakes and grain, partly as agents and partly on their own account. They can be recommended as agents, but it is hardly thought that their means are extensive enough to warrant large transactions on their own account.

## PEEK, FREAN & CO., LTD.

LONDON, Bermondsey, S. E.  
Telegraphic Address: Pickaxe, London

This is a large firm of biscuit manufacturers, whose products are known all over the world. Mr. Davis, the flour buyer, is a pleasant and intelligent gentleman, who may be seen by appointment at his office. He does not visit the Mark Lane Exchange. The standing of the firm is undoubted.

## **PIET PENN**

**ROTTERDAM, Plan C No. 6**

**Cable Address: Pietpenn**

**Code: Riverside**

Mr. Piet Penn is a Hollander who received his business education largely in the office of a Scotch flour importer. He has been to America once or twice, and, owing to his training, is perhaps more in sympathy with American and English ways of doing business than the average continental importer. He is straightforward and reliable and has sufficient capital for his business. He deals in grain, sells flour and imports considerable maize at times and would make a good connection for any grade of flour for which he is open. He handles both spring and winter wheat flour, but chiefly spring.

## **GERHARD POLAK**

**AMSTERDAM, Warmoes Straat 185**

**Cable Address: Barta**

**Code: Riverside**

This firm is in a moderate way of business. Mr. Polak is active and somewhat aggressive, and while his means are not large, they appear to be ample for his business, as he has now been importing direct for some years and has always met his engagements. His command of the English language is not always equal to the demands upon it and he is a little inclined to go off at half-cock at times. But for all that, he is not a bad fellow and would make a good connection for mills wishing to place moderate quantities in Amsterdam.

## PILLMAN & PHILLIPS

LONDON, 41 Seething Lane, E. C.  
LIVERPOOL, Cereal Court, Brunswick Street  
BRISTOL, Queen Anne Buildings, Baldwin Street  
BELFAST, 28 Waring Street  
DUBLIN, 10 Burgh Quay  
Cable Addresses: Manlips, London;  
Pillman, Liverpool; Flour, Bristol; Pillman, Dublin  
Code: Riverside

This firm does one of the largest businesses in London as flour importers. Mr. Pillman is one of the leading men in the trade and is a good judge of flour and about the only man I know in London who tests flour by doughing it up instead of simply putting it on a board and slicking it off. He prides himself on working for the interest of his shippers and on having very few disputes of any kind. The Liverpool branch is in charge of Mr. Phillips. The Bristol branch is in charge of Mr. Farmer, an energetic and successful young man. In London the firm handles spring wheat and hard Kansas flours almost exclusively, while the other branches handle more winter wheat flour, and the Bristol branch handles feeding-stuffs as well.

## W. & G. T. POLLEXFEN & CO.

SLIGO, Ireland  
Cable Address: Pollexfen, Sligo  
Code: Riverside

This is a large firm doing an extensive business as importers of flour and maize in parcels and cargoes. It also deals in bran and oatmeal. The firm has some mills at Ballysodare, chiefly for grinding oatmeal and shudes of oat hulls. It also acts as agent for the Liverpool and Sligo steamers. The members of the firm are George T. Pollexfen and Arthur Jackson, both of whom are enterprising and energetic men. The firm stands well financially and is one of the largest in its district.

## **ROLAND & PHILLIPS**

**LONDON, E. C., 37 and 38 Mark Lane  
Clock Stand, Old Corn Exchange  
Telegraphic Address: Loaves, London**

This firm has been established many years and does a good trade. Both partners are active in the business. They represent some good accounts and may safely be recommended. Their means are adequate for large transactions.

## **S. & A. RUNCIE**

**GLASGOW, 27 Hope Street  
Cable Address: Runcie, Glasgow  
Code: Riverside**

This is a good, old-fashioned house, composed of the two brothers S. & A. Runcie. They do a steady-going business and are very pleasant and nice people to deal with. They have means enough for their business, and though fairly well supplied with connections they are not averse to taking on a new account now and again.

## **SMITH & McKAY**

**GLASGOW, 59 Robertson Street  
Cable Address: Acadia  
Code: Riverside**

The members of the firm are John M. Smith and John J. McKay. They do considerable business in oatmeal and in flour. They have bought flour till now mostly through other Glasgow importers. The firm was established in 1882 and is well regarded locally. Its capital is sufficient for its business requirements.

## **SHAW, POLLOCK & CO., LTD.**

**BELFAST and DUBLIN**

Cable Addresses: Pollock, Belfast;

Pillsbury, Dublin

Code: Riverside

The members of this firm are H. M. Pollock and J. E. Wellwood. Both are active, pushing and well-informed men. The firm has large capital and does an extensive business. Mr. Pollock is interested in various other enterprises. He has interests in America, and frequently visit that country. The firm is a close buyer, handles large quantities and does business generally on a broad-gauge scale.

## **ROSS T. SMYTH & CO.**

**LIVERPOOL, The Atlantic, Brunswick St.**

**LONDON, E. C., 33 Mark Lane**

This is an extensive firm of flour and grain merchants whose head office is in Liverpool. It does business in a different manner from most importers, buying on its own account. Its means are very large and it controls some big bakeries in Liverpool. Mr. Thomas Horne, manager of the London branch, is very highly regarded in the trade. The firm handles all grades of flour. Mr. Douglas Muir, one of the partners, is head of the flour department in Liverpool.

## TAPSCOTT, KITCHEN & NEVILLE, LTD.

LIVERPOOL, Don Mills, Chadwick Street  
Cable Address: Kitchen, Liverpool  
Codes: Riverside, A B C, and Al

This is an old firm of feed millers and dealers in all kinds of feeding-stuffs. The firm got into financial difficulties early in 1899, but arranged with its creditors and continued without any special break in the business. Mr. Neville, to whose management the trouble was chiefly ascribed, is now out of the firm, and so is Mr. Blott, but Mr. Tapscott, who had left the firm entirely, has returned to give it the benefit of his services. Mr. Lang, formerly manager of the London branch, is mostly in Liverpool now. He is a very active and successful man. The firm imports all kinds of feeding-stuffs, but does very little in flour. I have heard no complaints against its ways of doing business and would consider it a good connection for anything in the line of feeding-stuffs.

## TASKER & CO.

LONDON, E. C., 9 Catherine Court, Seething Lane  
Telegraphic and Cable Address: Floury, London  
Code: Riverside

Mr. Tasker was formerly the London manager for a large flour importing house, but has now been in business on his own account for many years. He looks after his business carefully and does a steady trade of a non-speculative nature, though he does not hesitate to bring on flour at times when he thinks his trade will need it, even if it cannot be sold at a profit at the time. The means of the firm are quite ample for its business. I have never heard any complaints either of its methods of doing business or of any excessive tendency to making claims. He handles some corn products, winter wheat flour and Australian flour in addition to springs. Mr. Odam, formerly chief salesman of the firm, was admitted as a partner in 1902.

## J. TAS EZN.

AMSTERDAM and ROTTERDAM

Cable Addresses: Tas, Amsterdam; Tas, Rotterdam

Code: Riverside

Mr. Tas began in the flour trade in 1897, though he has done an extensive business in fruit in Amsterdam for many years. He is a pusher for business, has captured the lion's share of the Dutch fruit trade, and proposes to do the same with the flour trade, in which branch he has already worked up an extensive trade. He has a fine office on the river at Amsterdam, and in his building are large warehouses which he has leased to one of the numerous Amsterdam warehousing companies. He is well fixed financially and, while he is regarded with a good deal of jealousy by the Dutch importers, he seems to be satisfying most of his American connections as far as I have heard. Mr. Tas visited the Detroit convention of the Winter Wheat Millers' League in 1899, where he made many friends among the American millers. He works for a small commission, his idea being to do as large a volume of business as possible, which makes him a desirable connection for the mill. The manager of the flour department is Mr. Rosenbach, a very intelligent and capable young man. There is perhaps a tendency to take on too many new connections to suit some millers, but Mr. Tas is accustomed to do a big trade.

## **TELFER & HUEY**

**GLASGOW, 121, 123, 125 Candleriggs**

**Cable Address: Telfer**

**Code: Riverside**

This is a firm of provision merchants in a rather large way of business. It is very pushing and energetic in the way of advertising and popularizing brands that it represents, and has shown its enterprise in this direction by coming to London to exhibit at the bakers' exhibition and by presenting cups for competition, etc. The firm does a good business in flour and is straightforward and reliable and would make a desirable connection. There are two Telfers in the business besides Mr. Huey. They seldom come on the market and are out of town a good deal of time on the road. Their office and warehouse, which are together, are rather remote from Hope St., the headquarters of the regular flour importers in Glasgow.

## **GEO. M. THOMSON & CO.**

**GLASGOW, 8 Wellington Street**

**Telegraphic and Cable Address: Success**

**Code: Riverside**

The firm consists of George M. Thomson and his brother, David Thomson. Both brothers are pushing men. They visit the trade in and out of Glasgow personally and do a rather large flour business both in Scotland and in Ireland. Their capital is ample for their business and they may be safely recommended.

## **JOHN M. TURNER, S. GRUNER, SUCCESSOR**

**HAMBURG, Heintzehof**

**Cable Address: Renrut**

**Code: Riverside**

This business was started some years ago by Mr. Turner, who sold out to Mr. Gruner in 1904. The firm has some good agencies and does an extensive business on the continent and in Scandinavia in flour, oatmeal, corn products, etc. It also does some business in similar lines in Great Britain. It represents American millers as millers' agent, and can be recommended as straightforward and reliable.

## **JOHN URE & SON**

**GLASGOW**

**Cable Address: Cairndhu**

This is an old firm of millers, who, having sold their Regent mill to the Co-operative Society, entered the importing business in 1903. They have an old connection and stand high in the estimation of the trade. Their means are ample.

## **P. J. VALKEAPÄÄ**

**HELSINGFORS, Finland**

**Cable Address: Trader**

**Code: Riverside**

Mr. Valkeapää was in the employ of a Glasgow house for some years. He speaks English and has some experience in English ways. He has done a prosperous business in flour and other lines and can safely be recommended. In 1904 he opened a branch in St. Petersburg at Gontsharnaja 20.

## VAN DER ZEE & GRIPPELING

AMSTERDAM, Office, the Bourse  
Cable Address: Bigrip  
Codes: Riverside and Dunwoody

This is one of the leading flour firms in Holland. The firm is composed of D. Van der Zee, Jr., R. Grippeling and J. Puncke. All of them are active in the business. Mr. Grippeling is also interested in a retail business at Haarlem, where he makes his home, though he goes to the Amsterdam office daily. The firm stands well in every way and would make a good connection for any miller in as far as its old agencies do not interfere. It has plenty of capital for its business and the partners are straightforward and reliable men.

## P. C. VIS & CO.

AMSTERDAM, 45 and 46, The New Exchange  
Cable Address: Visco  
Code: Riverside

This firm was started many years ago by P. C. Vis, who is now dead, and the business has been carried on by Mr. Meyer, manager for Mrs. Vis. Jacob Vis, the son of P. C. Vis, entered the business in December, 1899. After his untimely death in 1903, Mr. Meyer resumed the management pending the majority of a younger brother of Jacob Vis, who will ultimately succeed to this business. The firm has made a specialty of linseed cake, grain, provisions, and flour. The firm is considered respectable and quite good for its engagements. It is likely to do a growing business and to make a good connection for American firms in the different lines it handles.

## **WALKERS, WINSER & HAMM**

**LONDON, E. C., No. 1 Muscovy Court, Trinity Square  
Stands: 60 Old Corn Exchange and 68 New Corn Exchange  
Cable Address: Alkers, London  
Code: Riverside**

The sole partner in this firm now is Mr. Hamm, who is a hard worker and very well-informed. He has stands both on the new and old Corn Exchange. The capital of this firm is ample for its business, and I consider this house above the average for straightforwardness and fairness in dealing and would consider that it would make an excellent connection for any mill that did not conflict too directly with the present connections of the firm. Mr. Hamm is a very active man himself in all departments of the business and he has several salesmen, the principal flour salesman being Mr. Chapman, and he also has two sons who are growing up in the business.

## **JOSEPH WILES & SON, LTD.**

**LONDON, E. C., 2 Catherine Court  
Clock Stand: Old Corn Exchange  
Cable Address: Middlings**

This is an extensive firm doing business in flour, grain and feeding-stuffs. The head of the firm, Mr. Thomas Wiles, is something of a public man, being a member of the London County Council. Mr. Drakeford, who attends to the flour department, is a gentleman of pleasant address and is well liked in the trade. The means and standing of the firm are high.

## J. WILLEBEEK LE MAIR & CO.

ROTTERDAM

Cable Address: Lemair

This firm, which was established in 1849, does business as agent for the sale of grain, flour and feed-stuffs. It is well recommended and has ample capital for its business.

## WILSON & BURNIE

LEITH, 74 Constitution Street

Cable Address: Success

Code: Riverside

Mr. Wilson, of this firm, was formerly chief flour salesman for an old Leith merchant who died, and on his death Mr. Wilson entered into partnership with Mr. Burnie, and the firm has done an increasing business in flour and grain. Mr. Wilson had a good connection with the flour buyers and is a pushing and energetic man. The firm seems to have ample means, and it conducts its business in a first-class, honorable manner. It has opened branches at Glasgow and Aberdeen, and will make a good connection for mills having the kinds of flour for which it is open. It handles both springs, winters and Kansas flour.

## M. WITSENBURG, JR.

AMSTERDAM, Damrak 25  
HELDER, Westgracht 72  
Cable Address: Witburg, Amsterdam  
Code: Riverside

Mr. Witsenburg is a respectable young man, who originally came from Helder, but now has an office in Amsterdam as well as the business at Helder. He deals in flour and various kinds of feeding-stuffs. His means are apparently sufficient for his engagements, and I have never heard any complaints about him and should think him a very desirable connection for a mill having moderate quantities to offer. He is always to be found in Amsterdam on market days and usually on other days. He formerly bought through other importers, but for several years past has been buying direct from America.

## P. H. ZUPPINGER

LONDON, E. C., 59 Mark Lane  
Cable Address: Zuppinger  
Code: Riverside

Mr. Zuppinger has been in business on the market for many years and has a good steady trade, particularly on high-grade flour. He is a steady-going Swiss whose means are sufficient for his business, which is of moderate extent. I consider him very straight and reliable in all his transactions and he would make a good connection especially for a mill having a good grade of spring wheat patent to offer.





SOME PARTICULARS REGARDING  
EASTERN  
FLOUR BUYERS

Compiled by  
**WALTER QUACKENBUSH**  
Manager Branch Office of the Northwestern Miller  
16 Beaver Street  
NEW YORK CITY

## AHLES & RAYMOND

NEW YORK CITY

This business was established in 1887 and is now carried on by A. R. Raymond. This firm operates a blending plant and are large buyers of all grades of flour. They have ample capital and stand high in the confidence of those in the trade.

## M. F. BARINGER

PHILADELPHIA, 416 Bourse

This business was established in 1872 by J. R. Tomlinson, was changed to J. R. Tomlinson & Co. in 1891 and to M. F. Baringer as successor in 1896. Mr. Baringer has been connected with it since 1883. His business is in grain and feed and includes corn, oats, millfeed of all kinds, rye flour and corn feeds. He reaches the trade of Philadelphia and nearby points, works on a cash basis and neither asks nor extends credit. He has ample working capital, and is rated high. Mr. Baringer is active and progressive and has an excellent reputation. He is always open for business with western shippers.

## JOHN BOYD, JR., & CO.

NEW YORK, N. Y.

This firm was established in 1864, the present members being John Boyd, Jr., and Wm. Alten. They buy all grades of flour and are financially responsible.

## **WM. F. BREY**

**PHILADELPHIA, PA.**

Mr. Brey started in business for himself January 1st, 1904, having formerly been a member of the firm of J. W. Supplee & Co., to whose business he succeeded. He handles largely spring and winter wheat flours, and is reported to have sufficient capital to operate his business.

## **C. E. CLIFTON & CO.**

**WASHINGTON, D. C.**

This firm was formed in 1898 by C. E. Clifton and W. G. Smith, the latter, however, severed his connection in September, 1904. Mr. Clifton has been in the flour business for nearly twenty years and bears a good reputation.

## **COWING & ROBERTS**

**NEW YORK, 416 Produce Exchange**

The members of this firm are Herbert W. Cowing and Frederick E. Roberts. The firm has been in existence twelve years. Both partners have been in the flour business over twenty years. Mr. Cowing was formerly with the old firm of David Dows & Co. Mr. Roberts was formerly partner in the firm of Hughes, Hickox & Co. Cowing & Roberts handle spring and winter wheat flours on commission, making a specialty of clears and low grades for export. They are always ready and willing to report on and value samples and answer all inquiries from correspondents. Their reputation among millers with whom they have worked and the wholesale and bakers' trade in Greater New York, is excellent.

## **P. H. COPLAND & CO.**

**NEW YORK CITY**

This firm was established in 1870 by P. H. Copland, the present senior acting member being George W. Copland. Their business in the past has been chiefly in flour in the markets of South America and the West Indies and some of the Mediterranean ports, but they have recently added a feeding-stuffs department in charge of Mr. Darwin S. Root. They are now extending their trade in both these commodities to the United Kingdom and continental markets. All shipments are made via New York, and a most thorough inspection made before shipment to their customers. Their financial rating is high, and are regarded as perfectly safe to work with, and thorough and reliable.

## **E. E. DAWSON**

**BOSTON, MASS.**

This party has been in business in Boston for eleven years, handling all kinds of flour and feed for which he has large outlets. He stands well with the trade, and should make a very satisfactory connection.

# EMPIRE GRAIN & ELEVATOR CO.

BINGHAMTON, N. Y.

Incorporated in June, 1891, with a cash capital of \$75,000 paid up. The company owns and operates the Empire elevator and warehouse, located on Lackawanna, and Delaware & Hudson tracks, with switching arrangements to the Erie. Capacity of elevator is about 40,000 bushels, thoroughly equipped. Capacity of warehouse is about 4,000 tons of sacked feed, flour, etc., with side track facilities. A general line of grain and millfeeds, also various specialties, are purchased of western mills and dealers in round lots and sold to eastern millers and dealers, using Binghamton and other railroad junction points as distributing centers. The goods handled include corn, oats, feed wheat, wheat, corn and oat millfeeds, linseed and cotton seed feed products, spring and winter wheat flours, buckwheat grain and flour, corn flour and meal, etc., of which a large stock is constantly carried for quick shipment in full or mixed car lots. The territory covered by traveling salesmen and mail quotations includes central and eastern New York, northern Pennsylvania and New Jersey, along the main lines, branches and connections of the Lackawanna, Erie, Ontario & Lehigh Valley roads. The treasurer and manager, L. M. Wilson, was with the Weston Mill Co., of Scranton, Pa., 1881 to 1891, and with Hancock, Grier & Co., at Wilkesbarre and Scranton, 1877 to 1881. The associate manager, T. H. Wilson, formerly in charge of Newark office of Hancock & Co., and later with the Weston Mill Co., at Scranton, gives particular attention to the feed department, and has general supervision of the plant and the traveling salesmen. Correspondence is invited from western dealers and shippers of grain, flour, feed, etc., and from eastern millers and dealers buying in car lots. The business is conducted on a cash basis, sight drafts drawn by responsible houses being honored on presentation and drafts payable on arrival of shipments drawn against customers.

## R. O. N. FORD & SON

NEW YORK, Produce Exchange

Established in 1883. They act as millers' agents and are in touch with the jobbing trade of Greater New York. They are exclusive agents for a western mill, handling its products only in spring wheat flour. They also give attention to winter wheat flours and have a specially good outlet for low grades, of which they are sight-draft buyers. Both the senior and junior members of the firm are pleasant and affable gentlemen, enjoying the confidence of the trade with which they come in daily contact.

## JAMES HAY & CO.

PHILADELPHIA, 25 South Water Street

This firm has been established about forty years under the old name of Beattie & Hay. They are general commission merchants and handle spring and winter wheat flour of all grades, exclusively on commission, a considerable part of it being done by selling to arrive. James Hay is the active head of the firm. W. J. Wilson, also of the firm, is in charge of the flour business, as he has been for the past twenty years. Their financial and credit ratings are very high, and they are regarded as a safe and desirable house to work with. They exercise care in selecting mills to represent as well as customers to whom they sell, as they assume all liability to deliver to the buyer the goods they purchase and also guarantee the mill from all loss by bad debts. The business in Philadelphia is rather different from other large markets owing to the fact that a great deal of the flour is sold on a 30-day credit. Being in a position to extend this credit they are thus enabled to reach customers that a mill could not otherwise do business with.

## **WILLIAM S. HILLS CO.**

### **BOSTON**

This is one of the oldest flour houses in Boston, dating back to 1849. In 1891 it was incorporated. The active members of the firm at the present time are A. L. Ireland, president; Samuel White, treasurer; C. S. Hall, secretary. They are wholesale dealers in flour and feed, including all grades of spring and winter flours and everything in millfeeds. While giving especial attention to the higher grades of flour, they also have a good outlet for low grade and unsound flours. They work with the best trade in Boston and vicinity and are counted among the largest distributers in that market. Their financial rating is very high and they are regarded as a satisfactory house to work with.

## **JACOBY & BOGERT**

### **NEW YORK CITY**

Business was established by S. Jacoby in 1866, and succeeded to at his death in 1899 by E. A. Jacoby and later by H. M. Bogert and H. J. Greenbank, under the present name. They have always represented large mill accounts and have a constant outlet through the leading jobbers and wholesale bakers in New York and vicinity. They possess ample capital and their standing is of the best.

## **HENRY KOPER & CO.**

**NEW YORK CITY, 11 Broadway**

This concern is composed of Henry Koper, P. F. Carroll and E. L. Freeman, and early in 1903 succeeded to the business of Grinnell, Minturn & Co. They do a large export business as well as domestic. Mr. Koper formerly managed the export department of the firm he succeeded and has had about thirty years' experience in the flour business. This firm is of unquestioned integrity and have all the financial backing necessary for the operation of its large business.

## **RUFUS E. MC COSH**

**BALTIMORE, MD.**

Mr. McCosh is a young man who started in the flour business in Baltimore in the latter part of 1904. He knew little about the business prior to that time, but worked for a while in a flour mill and then took a course in baking technology which gave him some insight to the business. He has the support of some of the best buyers in that market. He takes the position of mill representative, and is well thought of by those in the field he covers.

## **D. L. MARSHALL CO.**

**BOSTON, MASS.**

This firm was incorporated in January, 1904, succeeding D. L. Marshall & Co., at which time C. E. Marshall was taken into the company. Their business is flour and feed specialties, and they are large handlers of winter wheat flour. They are substantial and reliable.

## **JAS. L. OWENS**

**WASHINGTON, D. C.**

Mr. Owens has been in the flour business in Washington for a number of years as a mill representative. He has good outlets for flour, and is extremely well thought of by those in the trade.

## **GRENVILLE PERRIN & CO.**

**NEW YORK CITY**

This firm is composed of Grenville Perrin and Chas. B. Bogart, and was founded in 1885. They represent in this market the Northwestern Consolidated Milling Co., buy Kansas flours largely as well as other grades. This firm stands high with the trade.

## POTTER & BRAID

NEW YORK CITY

This firm began business January 15th, 1900, and is composed of Samuel B. Potter and Wm. E. Braid.

They handle wheat and rye flours, and white and yellow corn goods, also rolled oats, pearl barley, peas and beans. They are well thought of in the trade and are reported to have sufficient capital for the safe operation of their business.

## ISAAC H. REED & CO.

NEW YORK, Produce Exchange

This is one of the oldest and best-known houses in the flour trade, having been in business since 1836. They handle spring, winter and rye flours, grain and millfeed and confine themselves strictly to a commission business. Most of their mill connections are of long standing, many well-known mills having worked continuously with them for over forty years. The present members are James M. Turner, who has been of the firm since 1859; Christian F. Miller, connected with the firm for forty years and a member ten years; John F. Morris, first employed by the firm twenty years ago, and has been ten years a partner. The house of Isaac H. Reed & Co. can boast of an honorable record from its inception, and shippers desiring to consign to the New York market or sell to arrive can rest assured of fair treatment and best interests considered.

## **SHANE BROTHERS CO.**

**PHILADELPHIA and NEW YORK**

The active members of this company are George C. and Fred O. Shane. George C. Shane, in charge of the Philadelphia office, is located at 464 Bourse building. Fred O. Shane looks after the business in New York, with office at E 21 Produce Exchange. Their business is in spring and winter and rye flours. They are cash buyers and also act as millers' agents. They give personal attention to the trade not only in New York and Philadelphia, but throughout eastern Pennsylvania and New Jersey. Though young men, both have had considerable experience and are well qualified to push business in the territory they cover. In Philadelphia their business is principally with the grocers, while in New York they work with the flour jobbers and wholesale bakers.

## **WM. ROGERS**

**NEW YORK CITY**

Wm. Rogers has been in business here for a number of years. He handles all grades of flour, but makes a specialty of New York State and Pennsylvania flours. He will be found reliable and satisfactory in any business transaction.

## **C. C. SWEET & CO.**

**NEW YORK CITY**

This firm was established in 1841. The present members are W. L. Sweet and W. L. Sweet, Jr. They handle principally rye flour, but are interested in other flours as well. They are of high standing and sufficiently strong financially to make perfectly satisfactory customers.

## **W. G. TORREY**

**BOSTON, MASS.**

Mr. Torrey has been in the flour business in Boston for about six years, principally representing mill accounts. He, however, buys for his own account all grades of flour. He is a young man, and a hustler, and is entitled to confidence by reason of his success.

## **UNITED MILLS FLOUR CO.**

**NEW YORK**

This concern was founded in 1903 by H. A. Thissell and H. P. Piper. Mr. Thissell formerly represented the Quaker Mills of Philadelphia, and Mr. Piper the United Mills Export Co., the business of which was taken over and since operated by them. They handle all grades of flour and are considered a reliable firm with which to do business.

## **F. W. WISE & CO.**

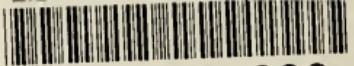
**BOSTON, MASS.**

This firm succeeded Fisher & Wise, which was organized in 1883. They are flour brokers and handle winter and spring wheat flour of all grades. Their integrity and standing is unquestioned by those in the trade.



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